App. F. IX-4 1932. File No. 236-32

*Previous References* ( Ptc ) Serial Nos. 1–4

Ptc 159-32 (1-2)
" 186-28 - (1-2)
*Later References*
Ptc 82-36 - (1-2)

PRESERVED

# GENERAL AND REVENUE SECRETARIAT

*Serial Nos.* Four

Part B. for May 1933

SUBJECT.

Re- Agency for the Sale of Soaps
etc in Mysore & Coorg by
Messrs H. A. T. Acharya & Co

(SC4) In the Matter of the
" Complaint of
N.D. 5709-10 of 12/5/33
Sanctioning the proposal,
subject to certain
Conditions.

W.A. Robertson
17/10/33

Agency for the sale of Soaps in Mysore & Coorg

3672

[App. F. III—2

General and Revenue Secretariat

I/C File No. 236 of 1932-33

Serial No. 1

Letter No. D2-1607/28-29 dated 22nd Mar. 1933 from the Dir of Ste. recommending in the circumstances explained, the continuance of the Agency for the sale Soaps in Mysore & Coorg in favour of Messrs M. A. TAcharya for a further period of three years from 1st July 1933 on certain terms and that he may be vested with empowered to relax or enforce the ~~agreement~~ Guarantee.

Subd

1) The terms on which the agency was originally sanctioned & the terms subject to which its Continuance is recommended, are all similar except in the case of guarantee of Sale. Formerly the guarantee of sale was on the following rate, Rs 5000/- during the first year, Rs 6000/- during the Second & Rs 7000/- during the Third. Now the guarantee of sales is as follows:- Rs 7500/- first year, Rs 8000/- Second year & Rs 8500/- third year.

2) Besides the Dir wants to be vested with discretion either to relax or enforce the terms of the agreements, just as he has been empowered in connection with the Sandal wood oil in his No. D: 3829-57/So.7.48-32-2 dated 11th Feb. 1933.

Subd for orders.

Ram R. 29/3/33

3) Please call for information as to the Commission & Charges paid to their agents during the past 3 years.

Earl 2 Mar 33

30/3

NOTE—Contn. Sheet.

WD 70—GBPM—60,000—13-8-31

(2) Agency for sale of Soaps in Mysore & Coorg

DC File No. 236 of 1932 — General and Revenue Secretariat

4) Submitted with a draft for approval.
K.M.R
30.3.33

J. Sastry
Asst.
31.3.33

D 5004 dt 4.4.33

To

DC ITC.

Request him to furnish information as to the Commission and other charges paid to the Agents in question during the year ending 31st March

Letter No. D2 - 16071/27-28 dt 18th April 33 from the DC forwarding a Statement showing the actual Commission paid to Messrs M.A.T. Acharya & Co. during the period given agency.

5) Submitted with reference to para 3 supra. The Statement flagged X gives the amount of Commission given to this Agency for the last 5 years.

6) The recommendation given DC for the Continuance given Agency is for orders.

K.M.R
24/4/33

7) One important condition is that 12½% Commission has to be allowed irrespective of the amt of Sales, and another Change appears to be that in respect of payments.

Under the existing Contract a discount of 1½% is to be allowed for Cash purchases. The wording of the new Contract is somewhat ambiguous. 90 days time for payment against drafts or 1½% discount

Agency for the Sale of Soaps in Mysore & Coorg

Serial No.

for Cash payments without utilizing the time'. This wording would admit of being interpreted ~~that C.H. discount~~ to claim discount if payment in Cash is made even 89 days after Supply. It would therefore be safer to omit the words 'without utilizing the time' and inserting the words 'immediately after delivery' ~~added~~

9) Subd for orders if Ref: para 37 above K.P. 12½% Commission may be allowed

25/4/33

M. Percival

10) C.W. "Bring up" 26/4/33

11) Subd. with A statement showing the terms under which the agencies for the sale of Soaps was granted in past up as personally instructed. (flag M.)

K.M.K.W. 1.5.33.

12) Please put up a draft order sanctioning the Director's recommendations. Details of terms & conditions to be observed in the draft. As regards payment for first day "90 days for payment against drafts or 1½% discount for immediate cash payment".

Eary 2/5/33 Mys

NOTE—Contn. Sheet.

WD 0246 -GPB—15,000—22-8-32

Agency of M. & T. Acharya.

5

File No. of 193 . | General and Revenue Secretariat

(3) Subd with a draft for approval.

Jcmk KD 3/5/33

This agency is doing very well. From the Comparative Statement of Trade Conditions of the several agencies, it would seem that the terms proposed for this agency are reasonable.

The Director recommends that the agency for a further period of 3 years from 1st July 1933 may be approved. Draft order is subd for consideration

JMS 4/5/33

Dr Lee 8/5

Second member.

Second Member of Council. MAY 3 No. 3.8.33

CWH. 4.5.33. JMS 5/5/33

CWH. 8.5.33

JPR 6/5

Done JMS 8/5/33

4

To The Director of Ste
" Comptroller
D. 5709-10 Dy 12-5-33.
Sanctions the proposals, subject to certain terms.

B Jcmk 30/5/33

*Telegraphic Address.*—"INDUSCOM."

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

Ptc 236-32-1

In reply please refer to
No. D2-1607/28-29
Encl, 8 3

OFFICE OF THE DIRECTOR,

*Dated, Bangalore,* 22nd March *193* 3.

FROM

N. RAMA RAO, Esq., B.A., B.L.,
*Director of Industries and Commerce in Mysore,*
*Bangalore, (India.)*

To,

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

SIR,

Agency for the sale of soaps etc., in Mysore and Coorg - Messrs. M. A. T. Acharya & Co.

I have the honor to state that Government sanctioned the above agency for a period of three years from 1st July 1930 in their order No. D. 9275-6/I & C 278-30-2 dated the 31st March 1931. In a subsequent Order No. D. 4909-10/I & C 230-31-2 dated the 31st March 1932, Government sanctioned the enhancement in the rate of commission payable to the agents from 10% to 12½%, provided that the additional 2½% was to be paid to them if the sale did not fall below the levels - guaranteed.

The period of the above agency will close on 30th June 1933 in the usual course. Messrs. M. A. T. Acharya & Co., have applied for the continuance of their agency for five years from 1st July 1933. They have agreed to offer larger guarantees of sales than those furnished by them during the current period of their agency. They also represent that if they fail to effect sales to the extent guaranteed for reasons beyond their control, due to the trade conditions being exceptionally bad during the years the agency is in force, they may be allowed the enhanced rate of commission of 12½% on the business actually done without insistence on the guarantee clauses.

The Industrial Chemist strongly supports the application of Messrs. M. A. T. Acharya and recommends the continuance of their agency for three years from 1st July 1933 on the terms proposed by him as they have done very good business for the past five years of their business connections with the factory. I enclose herein for favour of information of Government, a copy of his letter No. 5604 dated the 1st March 1933 received in the matter. A comparative statement showing the existing terms of the agency and the terms proposed to be offered to the agents, received from him is also enclosed. It will be seen therefrom that there has been a progressive increase in the sales effected by the agents from year to year during the past five years and that they have done exceptionally - good work and under trying circumstances especially during the past three years. The sales guaranteed for the next three years are Rs 7,500/- per mensem in the first year, Rs 8,000/- in the second year and Rs 8,500/- per mensem in the third year against Rs 5,000/- 6,000/- and 7,000/- during their current period of their three years' agency. The other terms proposed remain the same. I entirely agree with the views of the Industrial Chemist and recommend the continuance of the agency in favour of Messrs. M. A. T. Acharya for a further period of three years from 1st July 1933 on the terms proposed by the Industrial Chemist.

In regard to the representation of the agents for the waiver of the conditions regarding the guarantee of sales in view of the exceptional conditions of the market, I beg to state that their request is reasonable and deserves consideration. Having regard to the present conditions, it is very difficult to form any idea of the course of trade during the next three years. Messrs. M. A. T. Acharya & Co., also happen to be our agents for the sale of Sandal-wood Oil in Southern India, Bombay Presidency,&Burma (Vide G. O. No. D. 3849-57/S.O.F. 48-32-2 dated the 11th Febry. 1933). In regard to the guarantees furnished by the agents, para 2 (2) of this G. O. vests in the Director the final discretion to relax or enforce the guarantee. I request that similar discretion may be vested in me in regard to the agency for soaps etc., now recommended in their favour to enable me to comply with their request if the business is affected by causes beyond their control.

Early orders of Government sanctioning the proposals may kindly be obtained and communicated to me.

I have the honor to be,
Sir,
Your most obedient servant,

Director.

USC)3

# GOVERNMENT SOAP FACTORY, BANGALORE

28th February 19..

To

THE DIRECTOR OF INDUSTRIES & COMMERCE

in Mysore, BANGALORE.

Sir,

RENEWAL OF THE AGENCY OF MESSRS. M.A.T. ACHARYA & CO., BANGALORE CITY.

I have the honour to report that the present arrangement appointing Messrs. M.A.T.Acharya & Co., as agents for 5 years for the sale of our products expires on 30th June 1933. I enclose herewith a copy of their letter dated 25th February 1933 requesting that their agency may be renewed for a further period of five years.

Messrs. M.A.T.Acharya Co., have been directly connected with us for the last five years and for a year before that they were working as sub-agents of Messrs. Boat & Co., for Mysore State and Coorg. Their work has all along been satisfactorily in that they have shown continued progress in the sales. I give below the sales effected by them during the last five calendar years:

| | | |
|---|---|---|
| 1928 | ... | Rs. 32,167-14-5 |
| 1929 | ... | Rs. 51,616-11-10 |
| 1930 | ... | Rs. 74,107- 4- 5 |
| 1931 | ... | Rs. 85,041- 9- 5 |
| 1932 | ... | Rs. 1,02,674- 0- 5 |

# GOVERNMENT SOAP FACTORY, BANGALORE



During the current period of 3 years of their agency they had given a progressive guarantee of sales and I am glad to report that they have not only fulfilled their guarantees but exceeded them. Mr. S. A. Srecnivasan, B.Com., Proprietor of Messrs. M.A.T.Acharya & Co., is an experienced and clever business-man and a gentleman. By continuing his agency our interests will be looked after well.

I recommend that the agency of Messrs. M.A.T. Acharya and Co., Bangalore City, be continued for a further period of three years from 1st July 1933 on the enclosed terms. I enclose herewith for ready reference a statement showing the terms at present and as proposed for the next three years.

I request your orders.

I have the honour to be,

Sir,

Your most obedient servant,

Industrial Chemist
and
Chemical Engineer.

kv:

# GOVERNMENT SOAP FACTORY, BANGALORE

Letter No: nil dated 25th February 1933 received from Messrs. M. A. T. Acharya & Co., Bangalore City.

--oOo--

## A G E N C Y.

As per the existing agreement, our agency period terminates on the 30th June 1933. We beg to request you that the agreement may kindly be renewed for a further period of 5 years.

Though the agreement will be in force for a few more months we are submitting you this application much earlier in view of the likely delay that might be caused in sanctioning the new agreement. Last time when the agreement was to be renewed it took up several months and the new agreement was drawn up several months after the period ran out.

We have been connected with you for the past five years and we trust we have given you every satisfaction in the conduct of this agency. We therefore trust you would very kindly recommend to the Director for renewal of the agency.

Thanking you.

--oOo--

COMPARITIVE STATEMENT SHOWING THE PRESENT & PROPOSED AGENCY TERMS OF MESSRS. M.A.T.ACHARYA AND COMPANY, BANGALORE CITY.

| Present Terms of the Agency. | Proposed Terms of the Agency. |
|---|---|
| TERRITORY: Mysore State and Coorg. | TERRITORY: Mysore State and Coorg. |
| PERIOD: Three years from 1st July 1930. | PERIOD: Three years from 1st July 1933. |
| COMMISSION: Ten per cent on the sale value of Soaps. They should allow the dealers the same rates of discount as are in force at the time of the commencement of this afreement. A further commission of 2½ per cent was given to them provided they fulfilled the guaranteed sales. | COMMISSION: 12½ per cent: ((provided they fulfills the guarantee; or else only 10 per cent on sale value of goods).) |
| DELIVERY: F.O.R. any Railway Station in their territory. | DELIVERY: F. O. R. any station in their territory. |
| SECURITY: Rs. 4,000/- (Received Rs. 500/- in cash and Rs. 3,500/- in the form of share certificates subject to the proviso that if at any time the market value of these shares should fall below their face value, additional security to make up the deficiency should forthwith be given by the Agents. | SECURITY: Rs. 4,000/- either in cash, bonds or any other approved form of security. |
| PAYMENT: 90 days time for payment of bills drawn on them; a cash discount of 1½% against all cash purchases. | PAYMENT: 90 days time for payment against drafts, or 1½% discount for cash payments without utilising the time. |
| TERMINATION: At three months notice on either side | TERMINATION: At 3 months' notice on either side. |
| NEW PRODUCTS: A commission of 5% will be allowed on new products such as Brilliantine, Vanishing Cream, Boot Polish Shaving Sticks. | NEW PRODUCTS: An extra commission of 5% will be allowed on new products, such as, Brilliantine, Vanishing Cream, Boot Polish, Shaving Sticks, Quick Fix, Iodocure Tooth Paste, etc. |

P. T. O.

| Present terms of the Agency. | Proposed terms of the Agency. |
|---|---|
| GUARANTEE: Monthly sale of Rs. 5,000/- during the first year; monthly sale of Rs. 6,000/- during the second year and monthly sale of Rs. 7,000/- during the third year. | GUARANTEE: Monthly sale of Rs. 7,500/- during the first year; monthly sale of Rs. 8,000/- during the second year and monthly sale of Rs. 8,500/- during the third year. |

Bangalore,
Dated: 1st March 1933.

INDUSTRIAL CHEMIST & CHEMICAL ENGINEER.

KV:

Appendix F G—1]

SUBJECT .....

.....

.....

2 copies

Section Dte

File No. 236-32

Serial No. 2

*Diary No. of letter replied to* .....

No. D 5064

To The Dir of Dte

Sir,

With reference to your letter no. D2-1607/27-28 dated 22nd Nov 1933 ~~granting~~ recommending the continuance given agency for the sale of Soaps in Mysore & Coorg in favour of Messrs M.A.T. Acharya & Co. for a further period three years, I am directed to ~~request~~ kindly furnish information as to the ~~what~~ Commission & other charges paid to these agents during the last five years.

I have etc

31.3.33

for Secy to Govt

Dev Dept.

General and Revenue Secretariat

( )

*the* *193* .

Date of issue 7.4.33

Signed by Mr. Dr. J R

List of enclosures.....

Copied by.....

Examined by.....

WD 0253—GPB—15,000—26-8-32

1st April 3

The

The Director of Industries and Commerce in Mysore,
Bangalore.

With reference to your letter No.D2-1607/27-28 dated 22nd March 1933 recommending the continuance of the agency for the sale of soaps in Mysore and Coorg in favour of Messrs.M.A.T.Acharya & Co., for a further period of three years, I am directed to request you to kindly furnish information as to the commission and other charges paid to these agents during the past five years.

I have the honor to be,
Sir,
Your most obedient servant,

1.4.33

For Secretary to Government,
Development Department.

S.R.-2

*Telegraphic Address*: "INDUSCOM."

In reply please refer to No. D2-1607/27-28.

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

OFFICE OF THE DIRECTOR,

*Dated, Bangalore, the* 18th April 1933.

ENC.

FROM

N. RAMA RAO, Esq., B.A., B.L.,
*Director of Industries and Commerce in Mysore,*
*Bangalore (India).*

4095

10

REGD. DEVELOPMENT

DEVELOPMENT TO 19. APR. 1933

9 HC 236-32-3

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

SIR,

As desired in your letter No.D.5004/I&C 236-32-2 dated the 7th instant, I have the honour to forward herewith for the information of Government a statement received from the Industrial Chemist, Government Soap Factory, showing the actual commission paid to Messrs. M.A.T. Acharya & Co., during the period of their agency. I request you to kindly obtain the orders of Government sanctioning the proposals contained in my letter of even number dated 23-3-1933 and communicate the same to me at an early date.

I have the honour to be,
Sir,
Your most obedient servant,

N. Rama Rao

DIRECTOR.

ks)3.

# GOVERNMENT SOAP FACTORY, BANGALORE.

Messrs. M.A.T. Acharya & Co., Bangalore.

| | Sales. | Commission. |
|---|---|---|
| 1927-1928 from 20-4-1928 to 30-6-1928 | Rs. 5,870- 6- 0 | Rs. 588- 9- 0 |
| 1928 - 1929 | " 41,104-15- 0 | " 3,687-13- 0 |
| 1929 - 1930 | " 60,998-11- 3 | " 6,118-10- 0 |
| 1930- 1931 | " 86,940-10- 1 | " 8,742-12- 0 |
| 1931 - 1932 | " 88,078- 7- 8 | " 8,970-14- 3 |
| 1932 - 1933 from 1-7-32 to 31-3-33 | " 78,525- 9-10 | " 8,019- 9- 0 |
| Extra commission of 2½% on sales from 1-7-1930 to 30-6-1932 | | " 4,355-15- 0 |

Note:- The usual commission paid to these agents is 10% on sale value. But this 10% refers only to commission on sales of soap. There are other items which receive a higher rate of commission. Hence the figures do not strictly tally with 10% on sale value of articles. The figures given above may be taken as approximate only to give us a general idea of what the agents get from us on a certain value of business done during any year. It should also be remembered that out of what they get from us they must pass on a discount to dealers up to a maximum of 5%. Therefore the figures given above do not indicate the net profit of the agency, but only what goes out of our Factory.

Industrial Chemist
& Chemical Engineer.

MM.

G.R.S. App. F VI—G 2]

SUBJECT .....

.....

.....

4 copies

*Diary No. of letter replied to* .....

Section Dte

File No. 236-32

Serial No. 4

General and Revenue Secretariat

( )

*the* 193 .

*Proceedings of the Government of His Highness the Maharaja of Mysore.*

Date of issue ..... 193 .

Signed by .....

*Read*— Cpo. S. 9275-6/ Dte 278-30-2 dated 18th July 1930 sanctioning the continuance grin Agency of Messrs M. A. T. Acharya & Co, Bangalore, for the Sale of Mysore Soaps in the Mysore Province & Coorg for a further period of three years

Order thereon.—No with effect from 18th July 1930 Subject to certain terms

Letter No. D2-1607/28-29 dated 22nd March 1933 from the Dir of Dte & recommending in the circumstances explained, that the Agency granted to M. A. T. Acharya, Bangalore for the sale of Mysore

May this be—

(i) printed ?

(ii) treated as a standing order ?

(iii) published in the Gazette, English Part ?

(iv) translated ?

(v) placed at the disposal of the press ?

(vi) published in the Gazette, Kannada Part ?

& reporting that the Agency of Messrs M A T Acharya, Bangalore for the sale of Mysore Soaps in the Mysore Province and Coorg will expires on 18th July 1933

1615

13

~~Copies of Mysore Patent~~ may be continued

for a further period of

three years with effect from

1st July 1933, subject to certain

terms.

Order no. D. dated.

~~The Agency of Messrs M & T~~

~~The Agency of Messrs~~

Acharya, for the sale of Mysore Soaps & other products
from Govt Soap Factory
in the Mysore Province & Coorg,

for a ~~further~~ period of three

years with effect from 1st July 1933

is sanctioned subject to following terms:-

Territory - Mysore State & Coorg.

1. Commission .... 12½ per cent provided the guaranteed sales are effected.

2. Delivery ... F.O.R. any Railway

Station in their territory.

List of Enclosure

3. Security .... Rs 4000/- either in cash

bonds or any other approved form of Security

4. Payment. Ninety days for payment

against drafts or 1½ discount

for immediate cash payment ~~without~~

Copied by

~~withdrawing the same~~

Examined by

5. New Products: An Extra Commission

of 5% will be allowed

PROCEEDINGS OF THE GOVERNMENT OF HIS HIGHNESS
THE MAHARAJA OF MYSORE

Read:-

Government order No. D. 9275-6/I & C 278-30-2 dated 1st July 1930 sanctioning the continuance of the agency of Messrs. M.A.T. Acharya and Company, Bangalore, for the sale of Mysore Soaps in the Mysore Province and Coorg for a further period of three years with effect from 1st July 1930 subject to certain terms.

Letter No. D2. 1607 of 1928-29 dated 22nd March 1933 from the Director of Industries and Commerce reporting that the agency of Messrs. M.A.T. Acharya, Bangalore, for the sale of Mysore Soaps in the Mysore Province and Coorg will expire on 1st July 1933 and recommending in the circumstances explained, that this agency may be continued for a further period of three years with effect from 1st July 1933, subject to certain terms.

Order No. D 57-9-10/C & C 278-32-4

Dated, Bangalore, the 12th May 1933.

The Agency of Messrs. M.A.T. Acharya, for the sale of Mysore soaps and other products of the Government Soap Factory in the Mysore Province and Coorg for a period of three years with effect from 1st July 1933 is sanctioned subject to following terms:-

Territory - Mysore State and Coorg.

| | | |
|---|---|---|
| 1. | Commission | 12½ per cent provided the guaranteed sales are effected. |
| 2. | Delivery | F.O.R. any Railway station in their territory. |
| 3. | Security | Rs. 4000/- either in cash bonds or any other approved form of security. |
| 4. | Payment | Ninety days for payment against drafts or 1½ discount for immediate cash payment. |
| 5. | New products | An extra commission of 5% will be allowed on new products such as Brilliantine vanishing cream, Boot Polish, Saving sticks, Quick Fix, Iodocure Tooth paste &c. |
| 6. | Guarantee | (a) Monthly sale of Rs. 7500/- during the 1st year.<br>(b) Monthly sale of Rs. 8000/- during the 2nd year.<br>(c) Monthly sale of Rs. 8500/- during the 3rd year. |

for Secretary to Government,
Development Department.

To

The Director of Industries and Commerce in Mysore.
The Comptroller to the Government of Mysore.

C.R.G.4.

PROCEEDINGS OF THE GOVERNMENT OF HIS HIGHNESS
THE MAHARAJA OF MYSORE

Read:-

Government order No. D. 9275-6/I & C 278-30-2 dated 1st July 1930 sanctioning the continuance of the agency of Messrs. M.A.T. Acharya and Company, Bangalore, for the sale of Mysore Soaps in the Mysore Province and Coorg for a further period of three years with effect from 1st July 1930 subject to certain terms.

Letter No. D2. 1607 of 1928-29 dated 22nd March 1933 from the Director of Industries and Commerce reporting that the agency of Messrs. M.A.T. Acharya, Bangalore, for the sale of Mysore Soaps in the Mysore Province and Coorg will expire on 1st July 1933 and recommending in the circumstances explained, that this agency may be continued for a further period of three years with effect from 1st July 1933, subject to certain terms.

Order No. D 5709-10/I & C 278-32-5

Dated, Bangalore, the 10th May 1933.

The Agency of Messrs. M.A.T. Acharya, for the sale of Mysore soaps and other products of the Government Soap Factory in the Mysore Province and Coorg for a period of three years with effect from 1st July 1933 is sanctioned subject to following terms:-

Territory - Mysore State and Coorg.

| | | |
|---|---|---|
| 1. | Commission | 12½ per cent provided the guaranteed sales are effected. |
| 2. | Delivery | F.O.R. any Railway station in their territory. |
| 3. | Security | Rs. 4000/- either in cash bonds or any other approved form of security. |
| 4. | Payment | Ninety days for payment against drafts or 1½ discount for immediate cash payment. |
| 5. | New products | An extra commission of 5% will be allowed on new products such as Brilliantine vanishing cream, Boot Polish, Saving sticks, Quick Fix, Iodocure Tooth paste &c. |
| 6. | Guarantee | (a) Monthly sale of Rs. 7500/- during the 1st year.<br>(b) Monthly sale of Rs. 8000/- during the 2nd year.<br>(c) Monthly sale of Rs. 8500/- during the 3rd year. |

Secretary to Government,
Development Department.

To

The Director of Industries and Commerce in Mysore.
The Comptroller to the Government of Mysore.

C.R.G.4